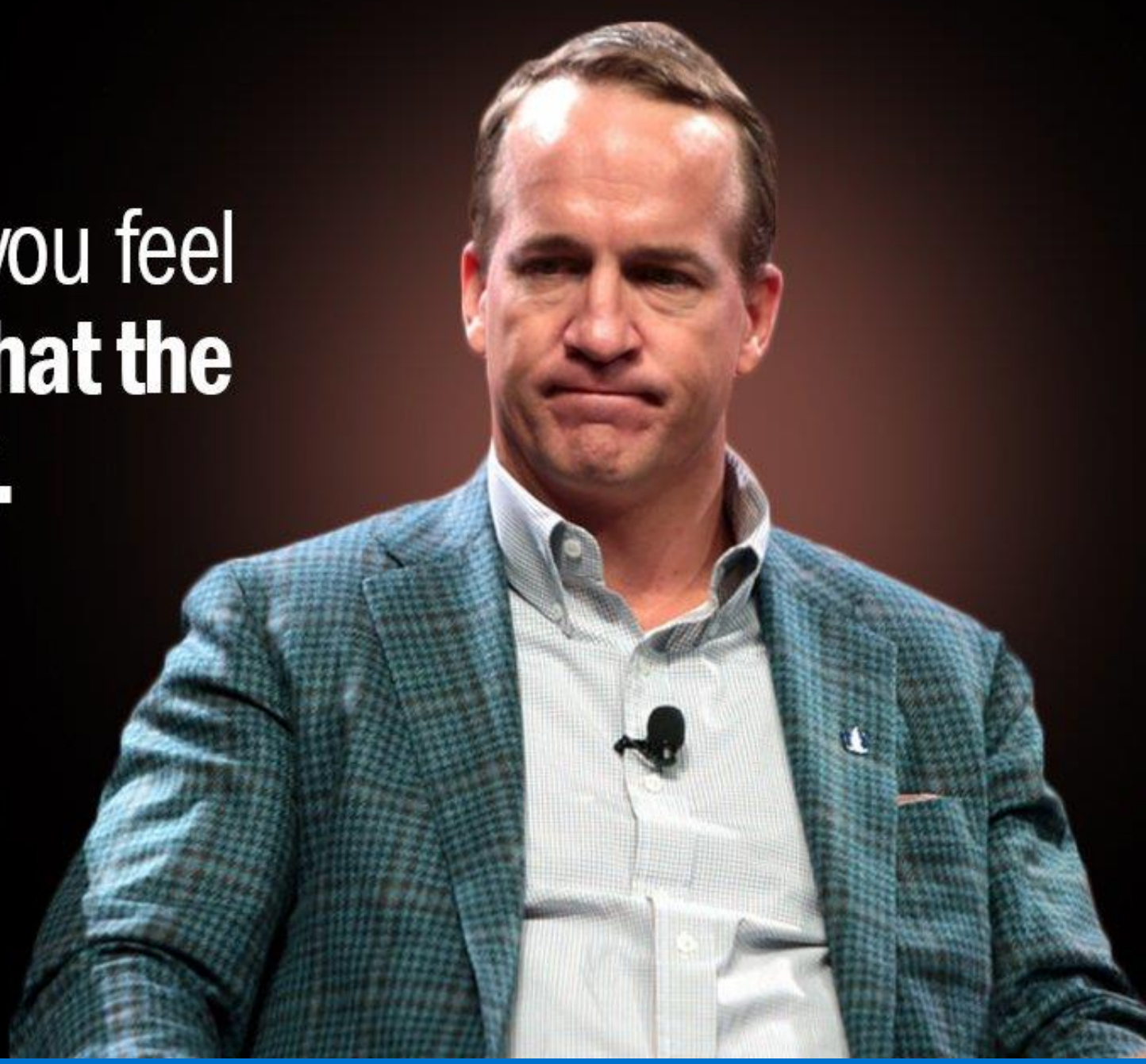
Wow, That's Different

MACA, September 7, 2023

Ben Kaehler, VP-National Accounts

Pressure is something you feel when you don't know **what the hell you're doing.**

— *Peyton Manning*



A Few Fun Facts about CORTEVA™ agriscience

- US based Seed and CP Company
  - Global HQ is in Indianapolis
- Announced in ’15, approved in ’17, “stand-alone” ag company in ‘19
- 238th on the Fortune 500 list
- ~$18B in revenue
  - ~50% of revenue in North America (US is 90%)
  - 60:40 Seed:CP
- ~20,000 employees

Topics to address

- Overview of new products and target usage
- 3 Opportunities in next 5 years
- 1 Thing that is concerning in Ag
- 1 Tip for managing change

We have a deep diverse technology pipeline

Key Recent and Proposed U.S. Biotech Trait and Crop Protection Launches

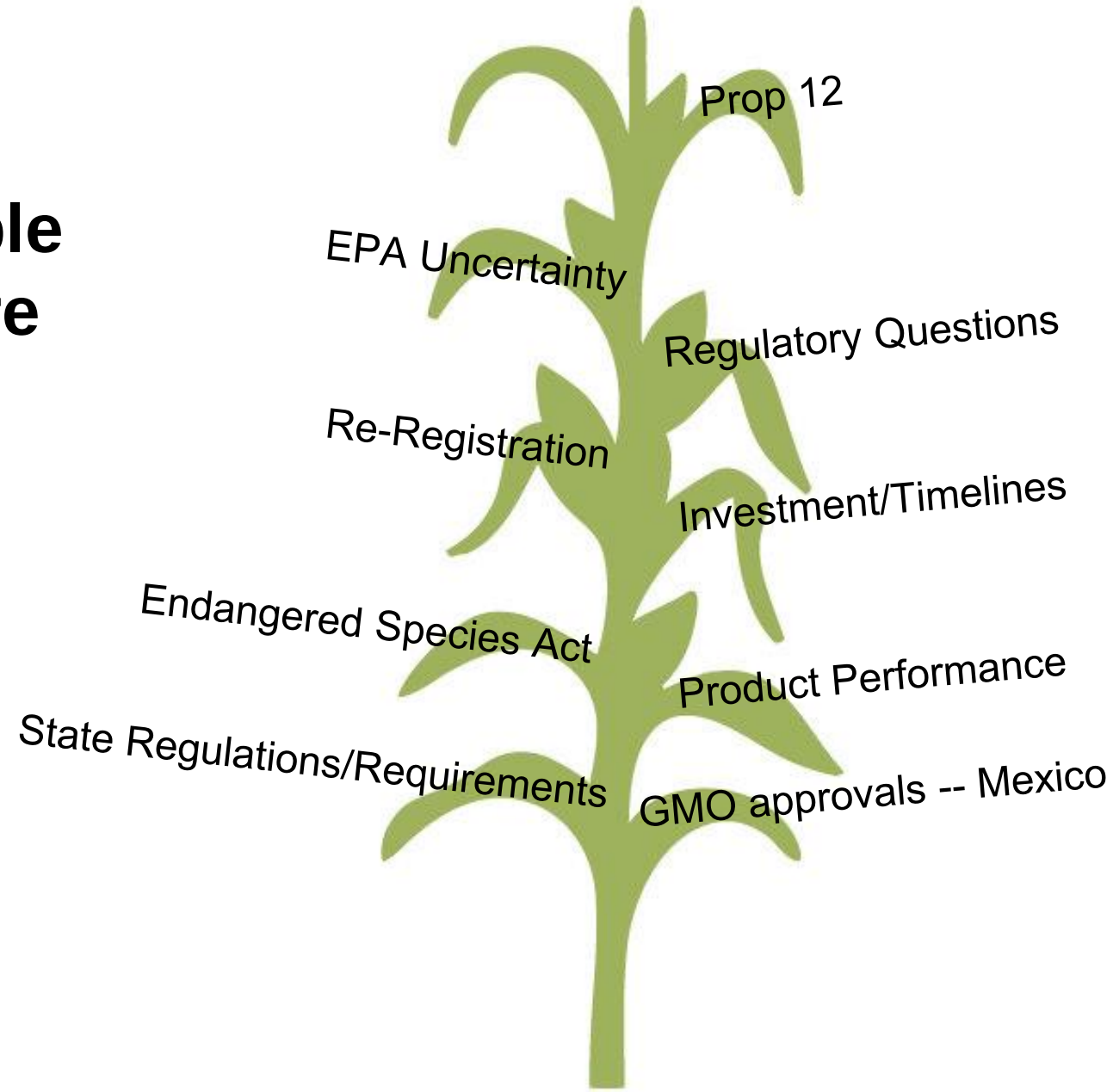
3 Opportunities

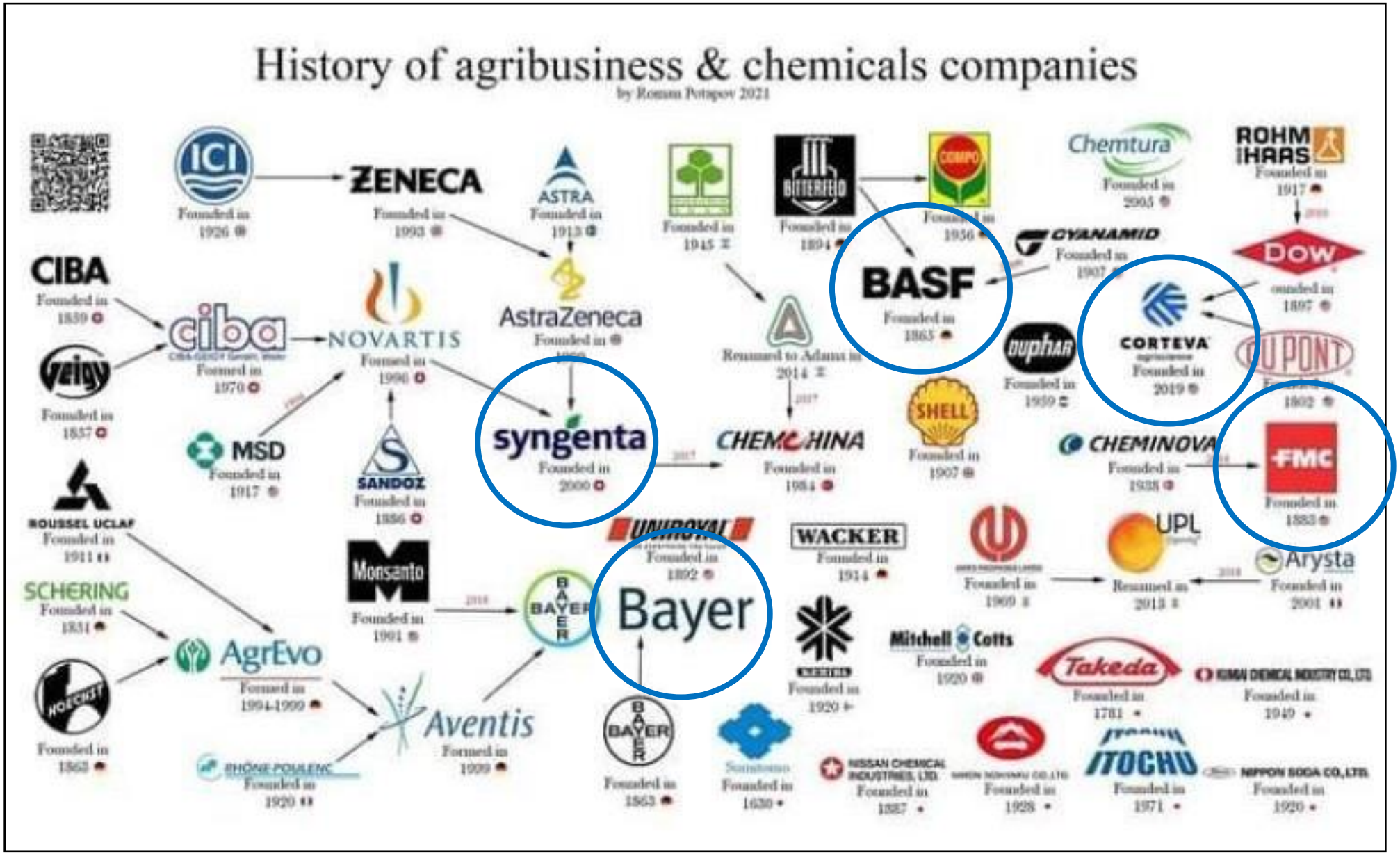
- Innovation and Differentiation
  - Products
  - Services
  - Attitudes

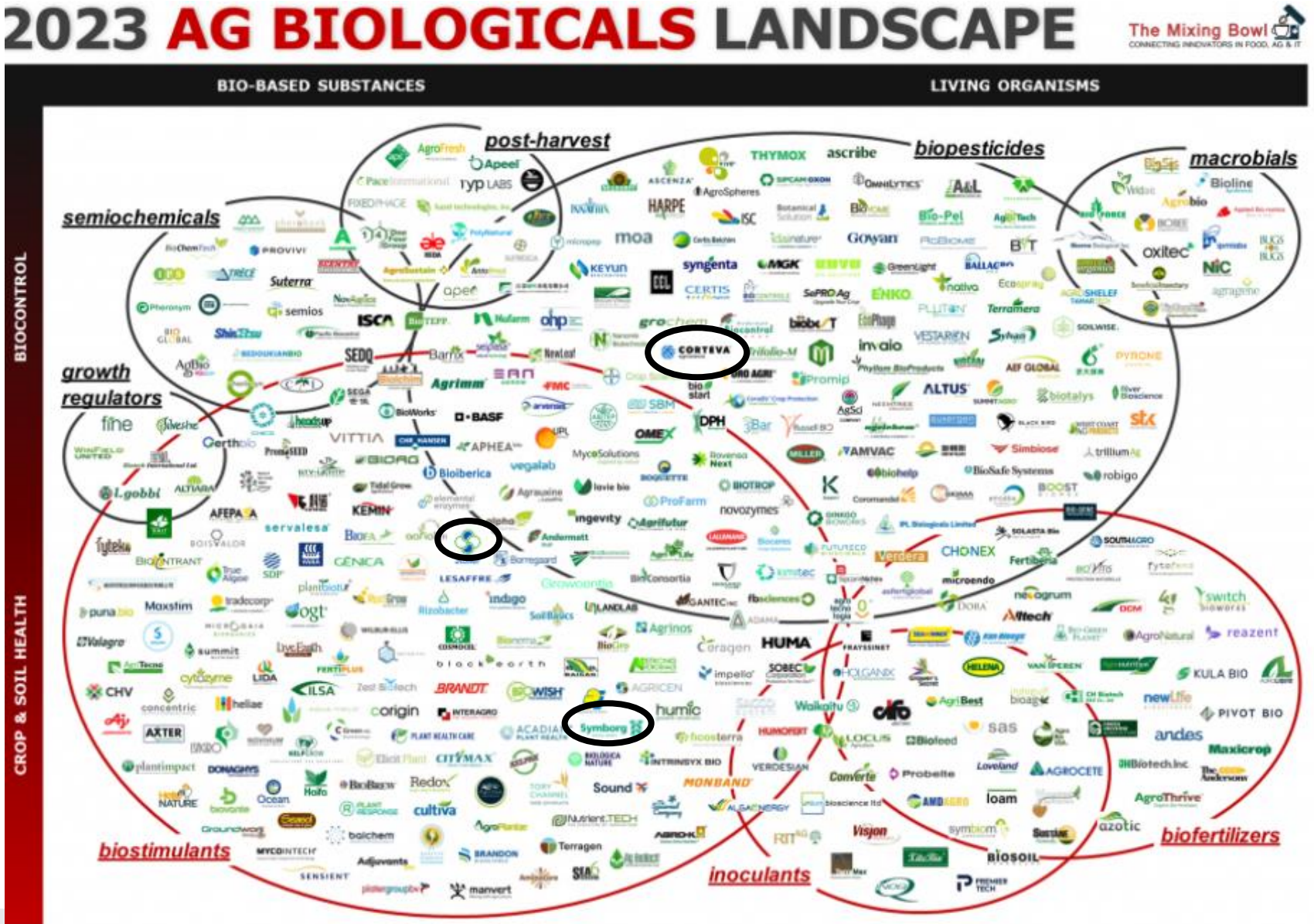
- Know your customer base
  - 30 vs 65 YO

- Create a better balance for your employees

What Concerns Me?—Keeping products available to solve current and future problems




History of agribusiness & chemicals companies
by Roman Potapov 2021
ICI
Founded in 1926
ZENECA
Founded in 1993
ASTRA
Founded in 1913
AstraZeneca
Founded in
CIBA
Founded in 1859
ciba
Formed in 1970
Geigy
Founded in 1857
NOVARTIS
Formed in 1990
MSD
Founded in 1917
SANDOZ
Founded in 1886
syngenta
Founded in 2000
Renamed to Adama in 2014
CHEMCHINA
Founded in 1984
BASF
Founded in 1865
Founded in 1945
Founded in 1894
Founded in 1950
CYANAMID
Founded in 1907
Chemtura
Founded in 2005
ROHM HAAS
Founded in 1917
DOW
Founded in 1897
DUPONT
Founded in 1802
CORTEVA
agriscience
Founded in 2019
euphar
Founded in 1959
SHELL
Founded in 1907
CHEMINOVA
Founded in 1938
FMC
Founded in 1883
ROUSSEL UCLAF
Founded in 1911
SCHERING
Founded in 1851
HOECHST
Founded in 1863
AgrEvo
Formed in 1994-1999
RHONE-POULENC
Founded in 1920
Aventis
Formed in 1999
Monsanto
Founded in 1901
BAYER
UNIROYAL
Founded in 1892
Bayer
Founded in 1863
WACKER
Founded in 1914
Founded in 1920
Sumitomo
Founded in 1630
NISSAN CHEMICAL INDUSTRIES, LTD.
Founded in 1887
Founded in 1969
Renamed in 2013
UPL
Arysta
Founded in 2001
Mitchell Cotts
Founded in 1920
Takeda
Founded in 1781
KUMAI CHEMICAL INDUSTRY CO., LTD.
Founded in 1949
Founded in 1928
ITOCHU
Founded in 1971
NIPPON SODA CO., LTD.
Founded in 1920



- Stoller and Symborg closed on 3-31-23
- Operating at arms-length for ’23 season
- Integration teams working on future integration and strategy
- Corteva focus will be in bio-control (bio-pesticide) area

The greatest danger for most of us
is not that **our aim** is too high
and we miss it, but that it is
too low and we reach it.

— *Michelangelo*